

# **Two Thumbs Up! Recovery in the Property Markets**

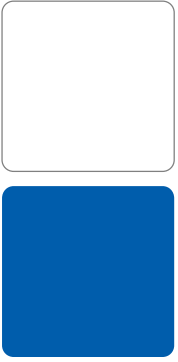
*Presentation by*  
**Coldwell Banker Commercial**

**&**

**Boxwood Means, Inc.**  
Randy Fuchs, Principal

**March 7, 2006**



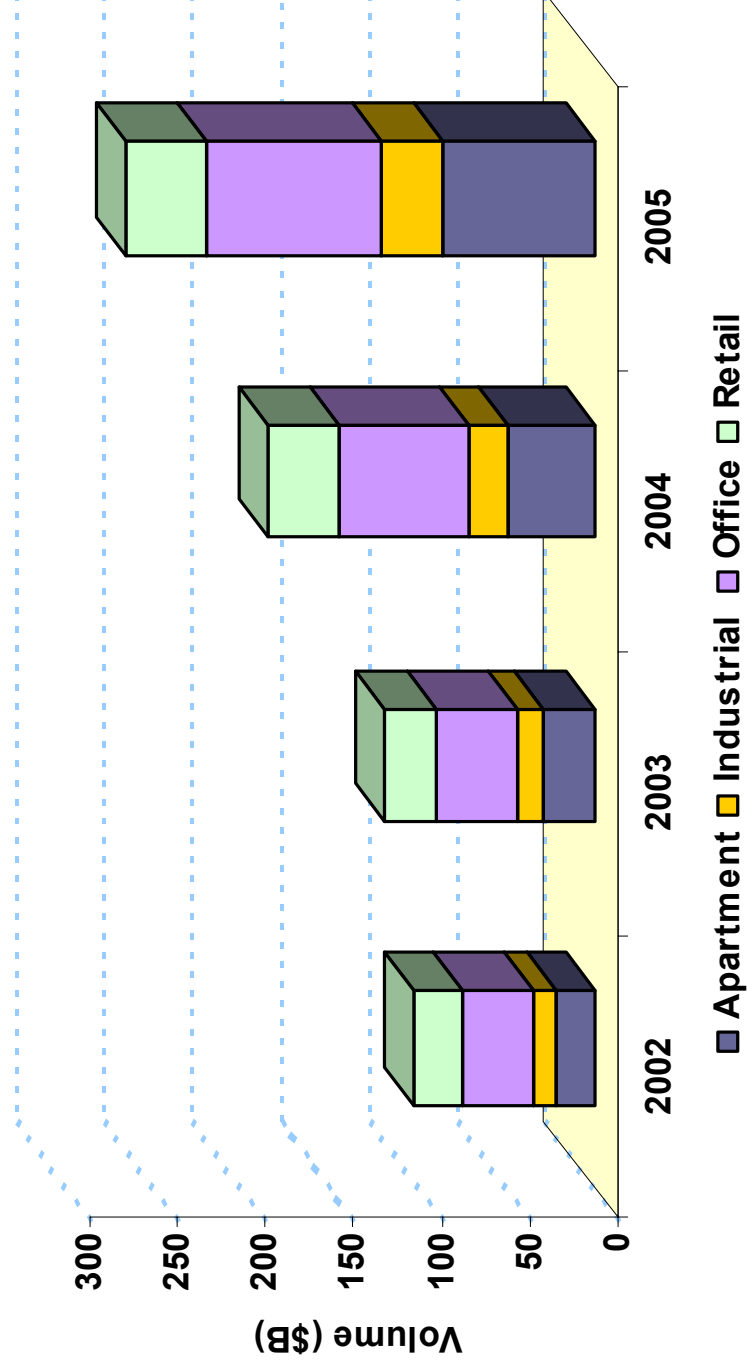


# Formula for Continued Success



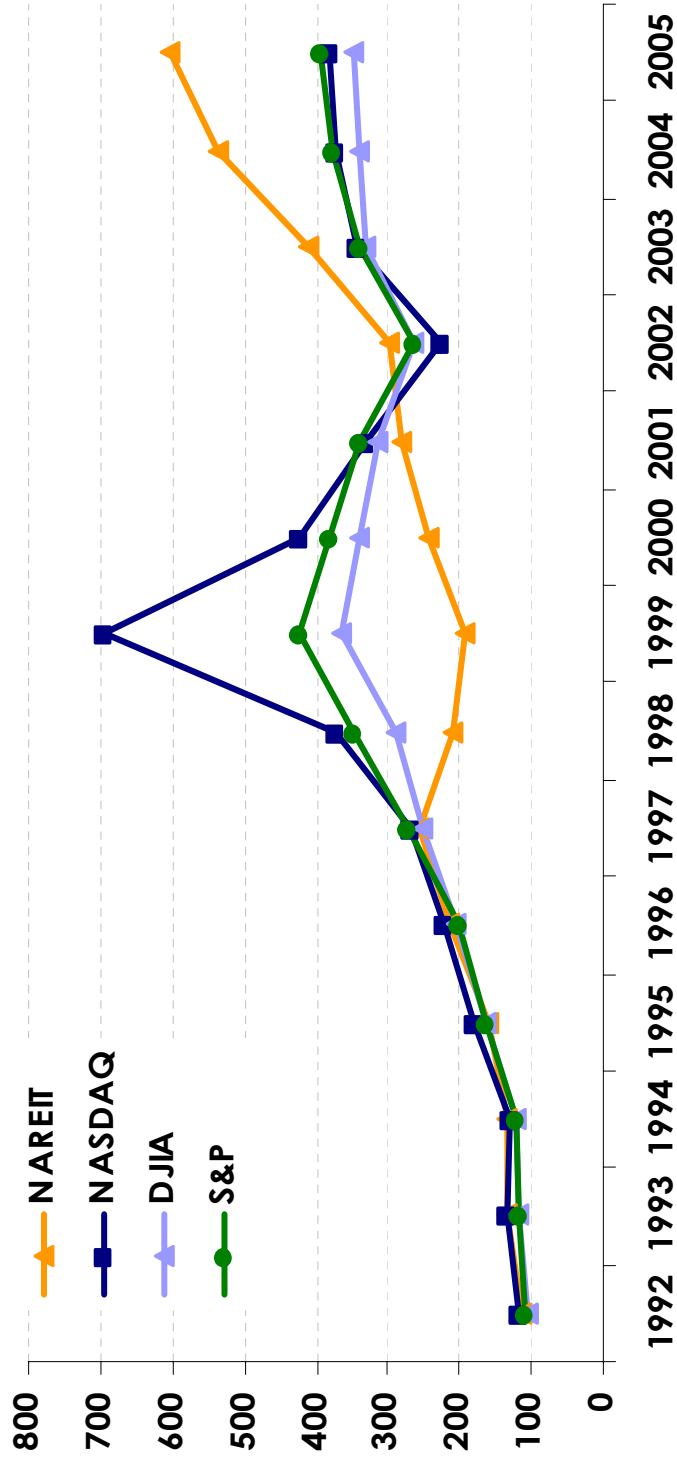
- ✓ Positive Fundamentals
- ✓ Strong Economic Growth
- ✓ Improving Job Market
- ✓ Persistent Low Interest Rates
- ✓ Modest Expectations for Stocks & Bonds

# Capital Overflows



Source: RCA

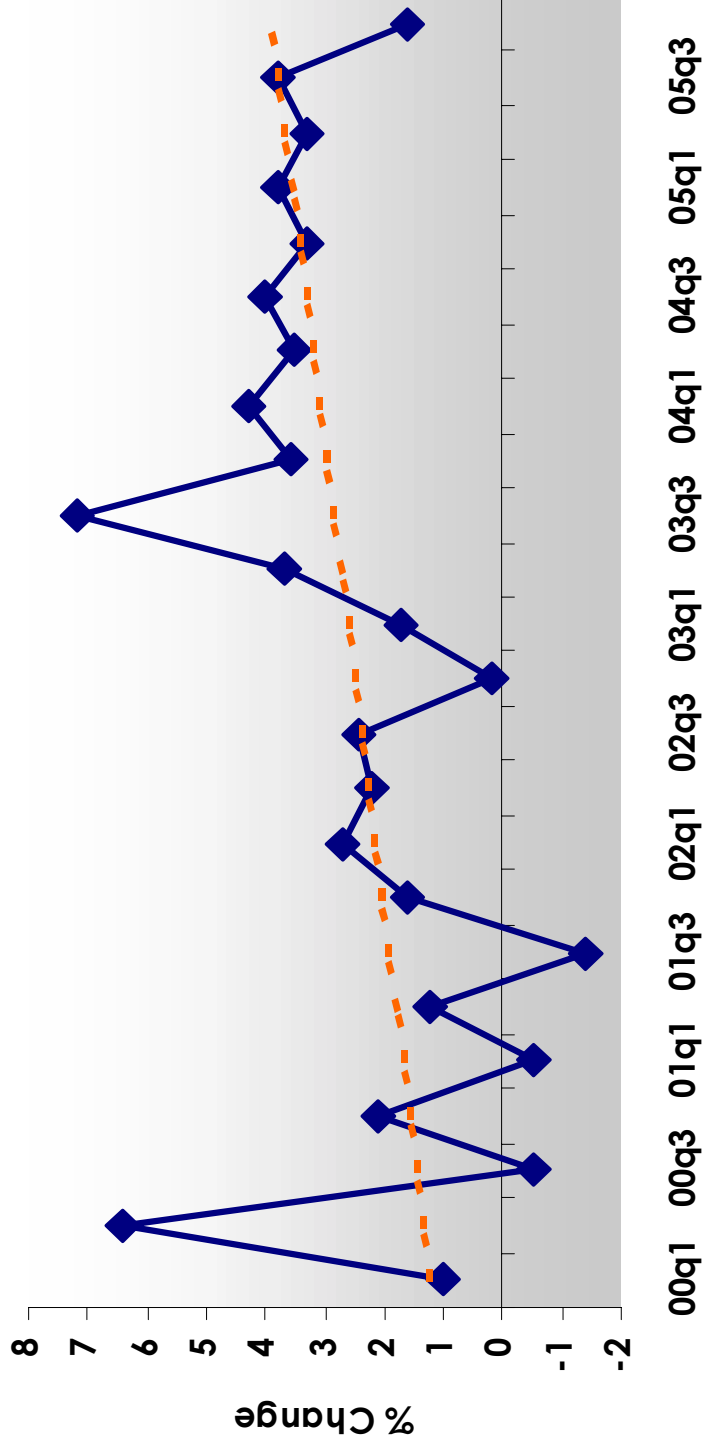
# REITs on a Roll



Index: 1992 = 100

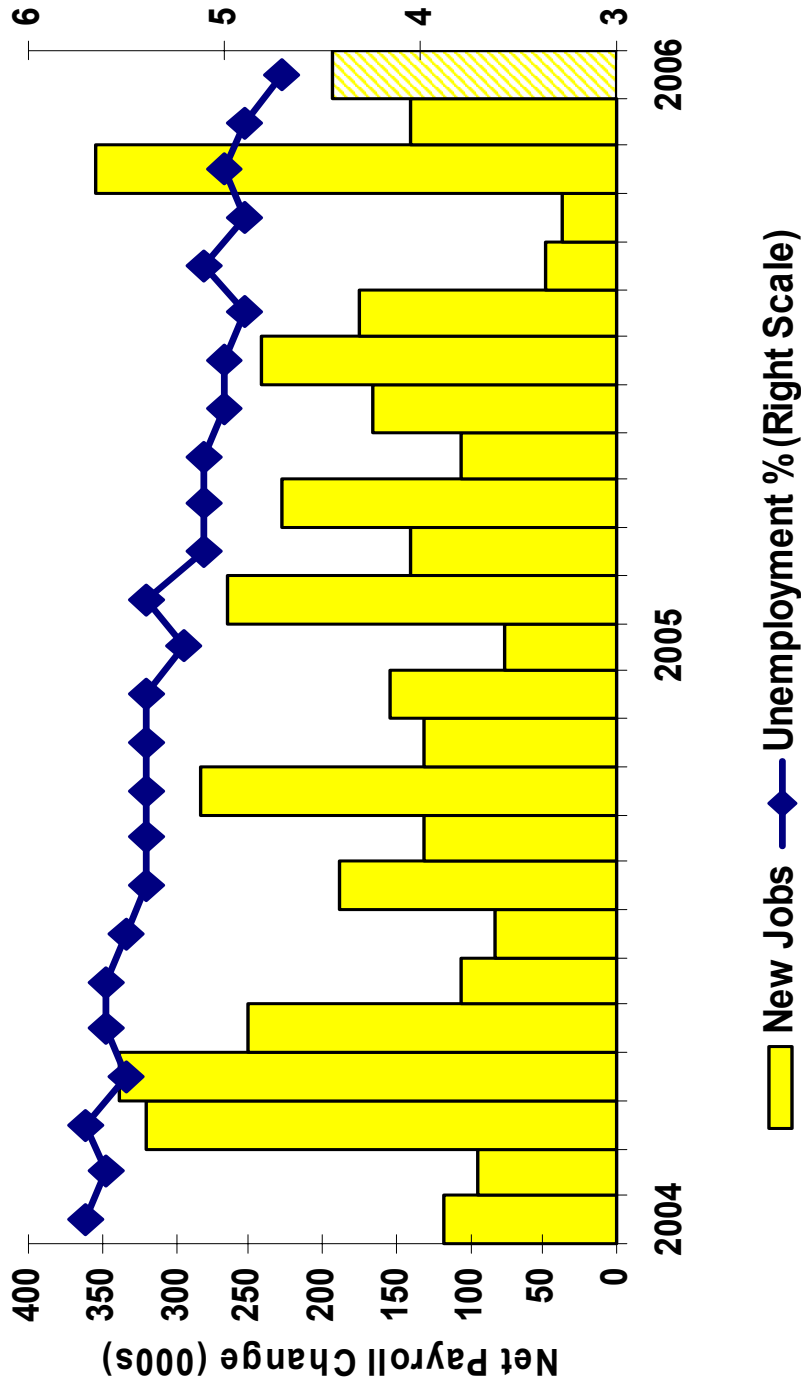
Source: Boxwood Means, Inc.; NAREIT

# Hiccup in the Economy?



Source: BLS

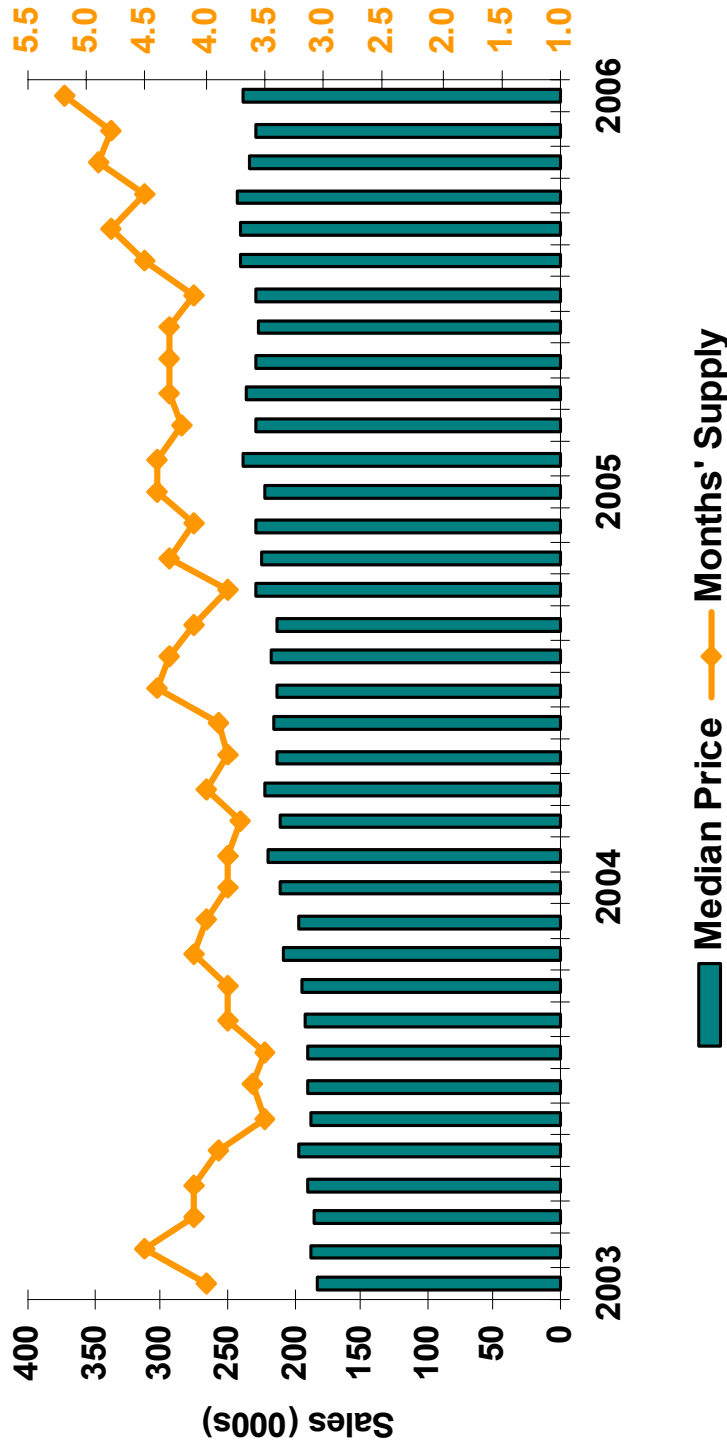
# Payrolls Expand



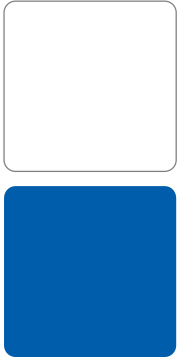
Source: BLS

# Housing Chills

## Change in Months' Supply of New Homes



Source: U.S. Commerce Dept.

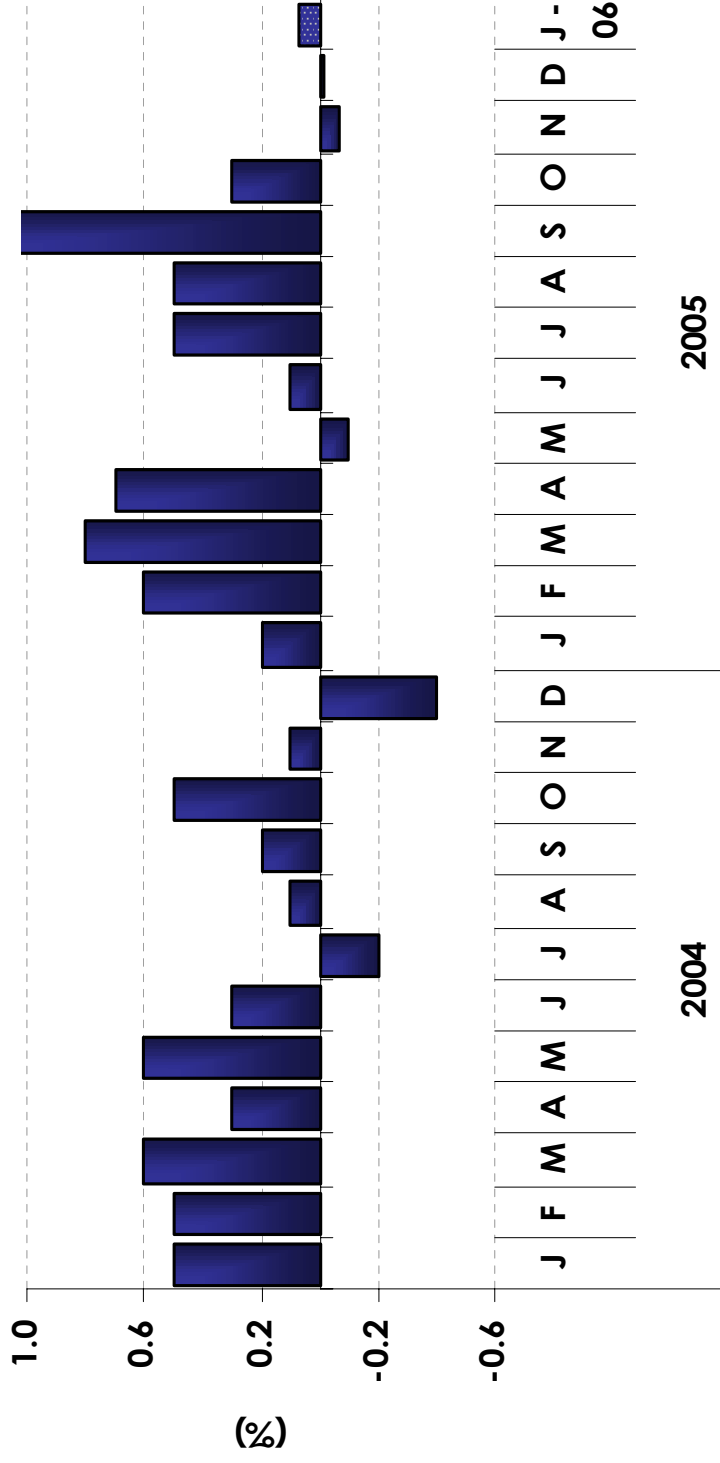


*Every silver lining has a cloud.*

-- Mary Kay Ash

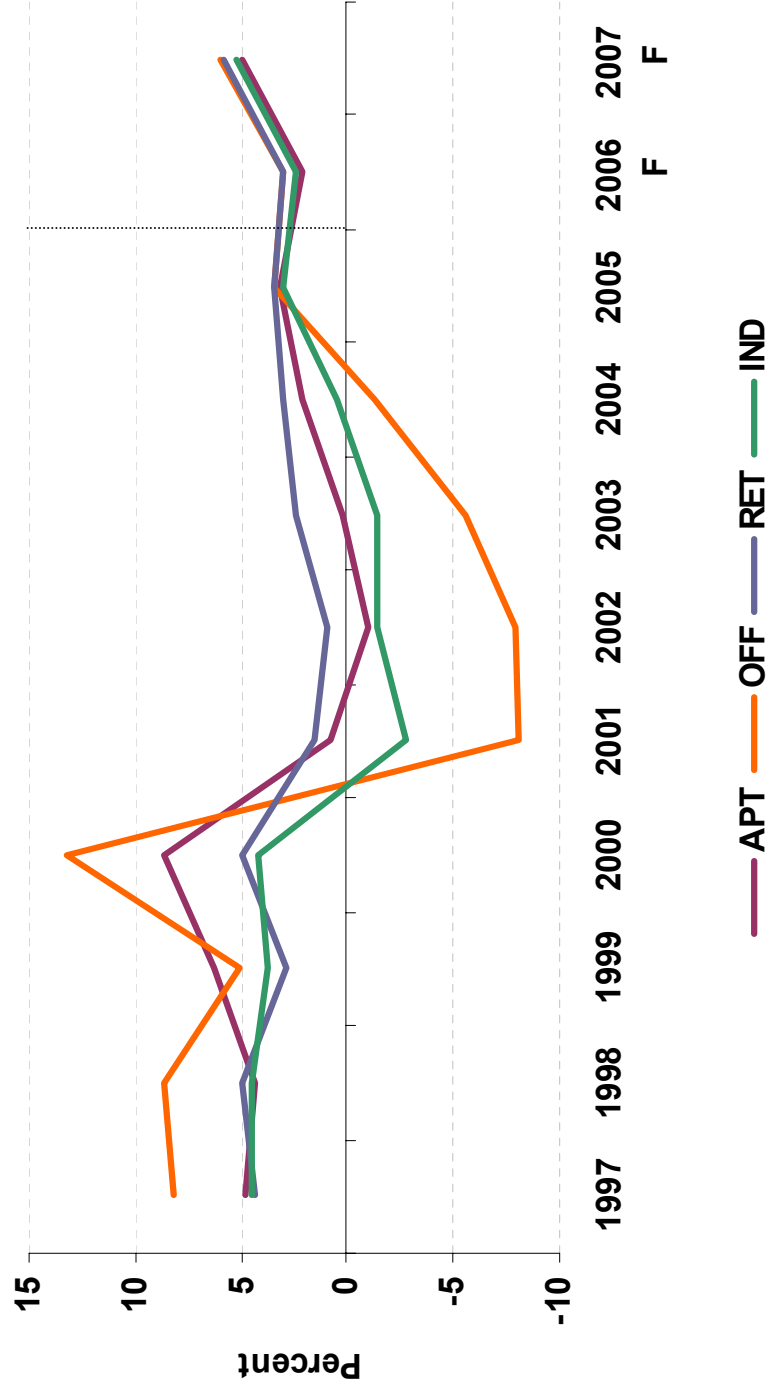


# Inflation Worries Held in Check



Source: BLS

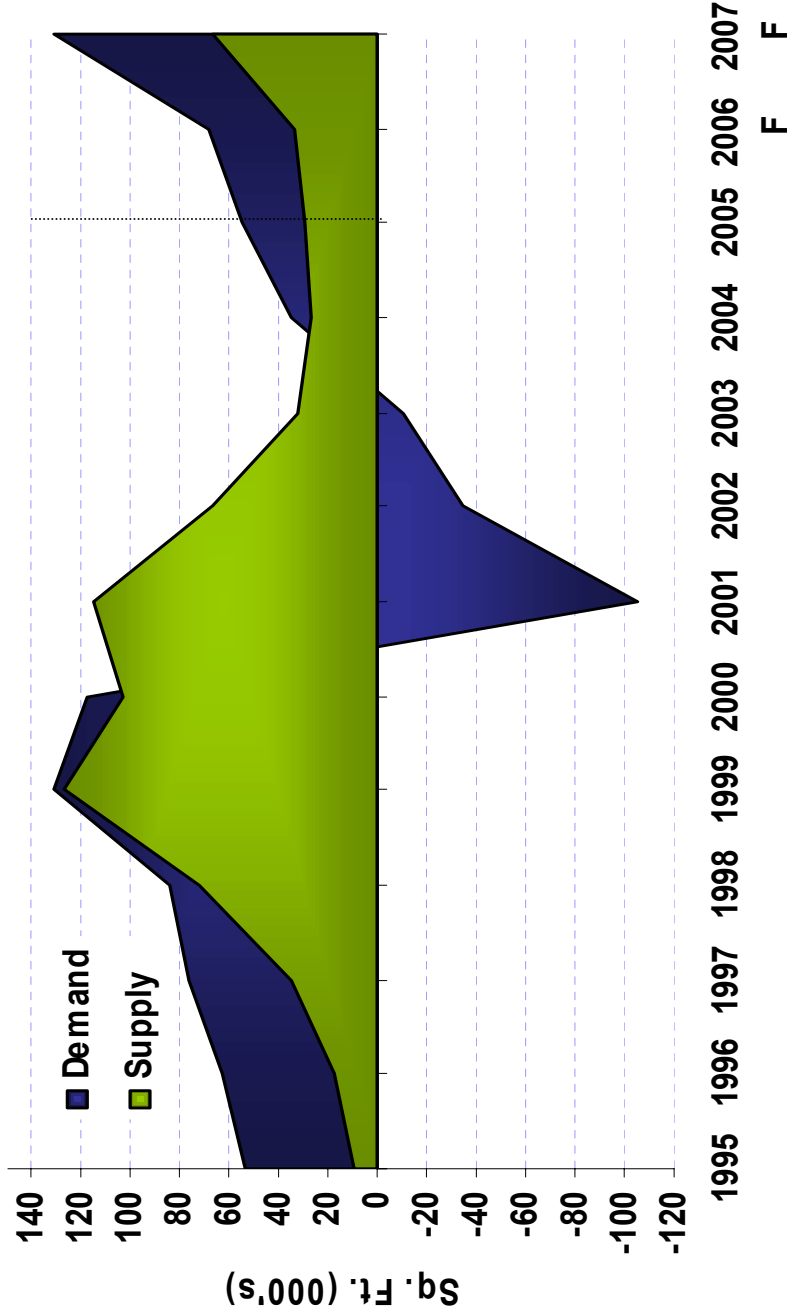
# Rents Reach Positive Ground



Source: Boxwood Means, Inc; Reis



# Office Demand Gaps Up

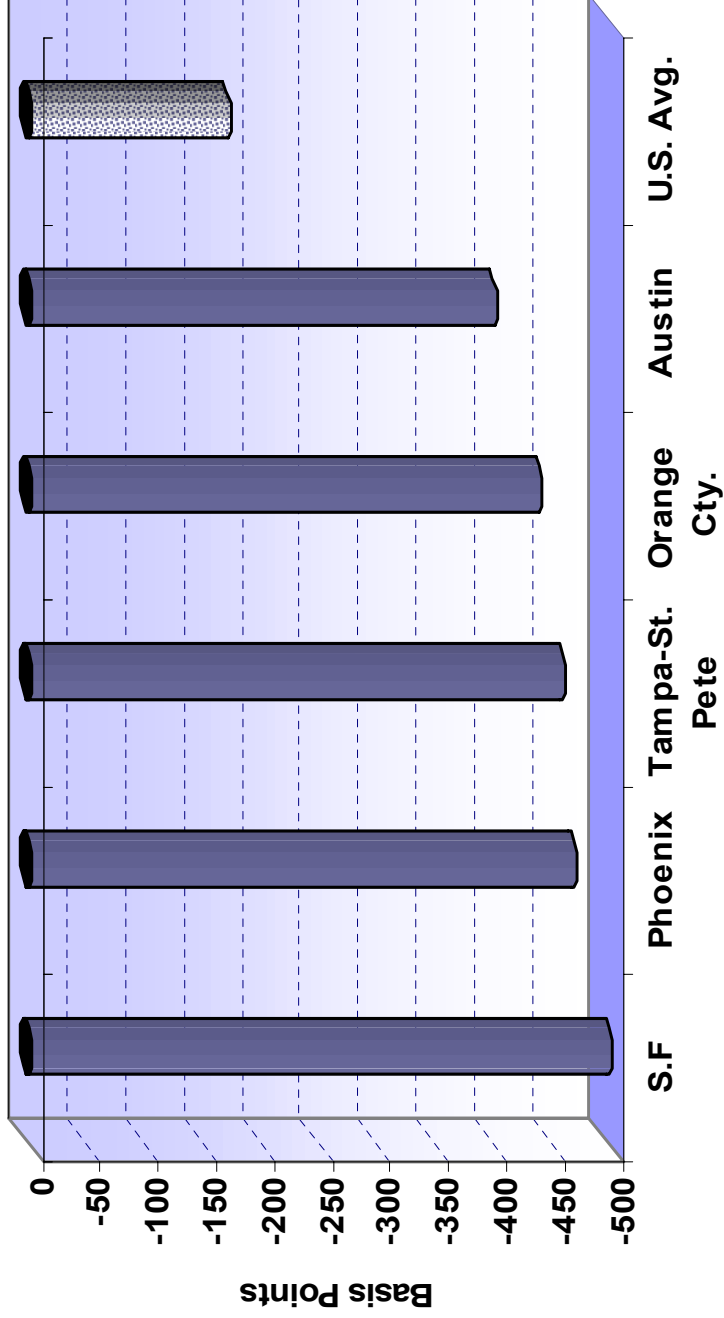


Source: Boxwood Means, Inc; Reis



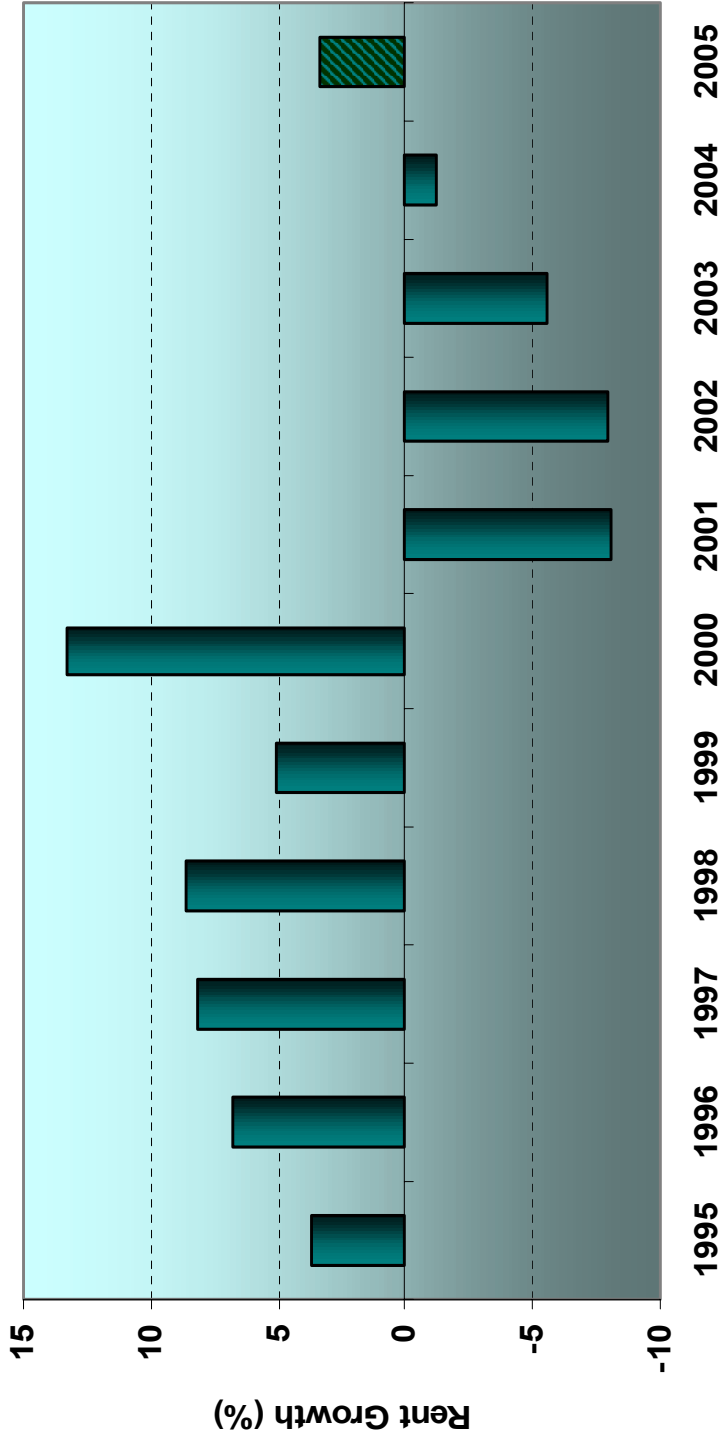
# Converting Dark Space

## Best Year-over-Year Changes in Office Vacancy



Source: Reis

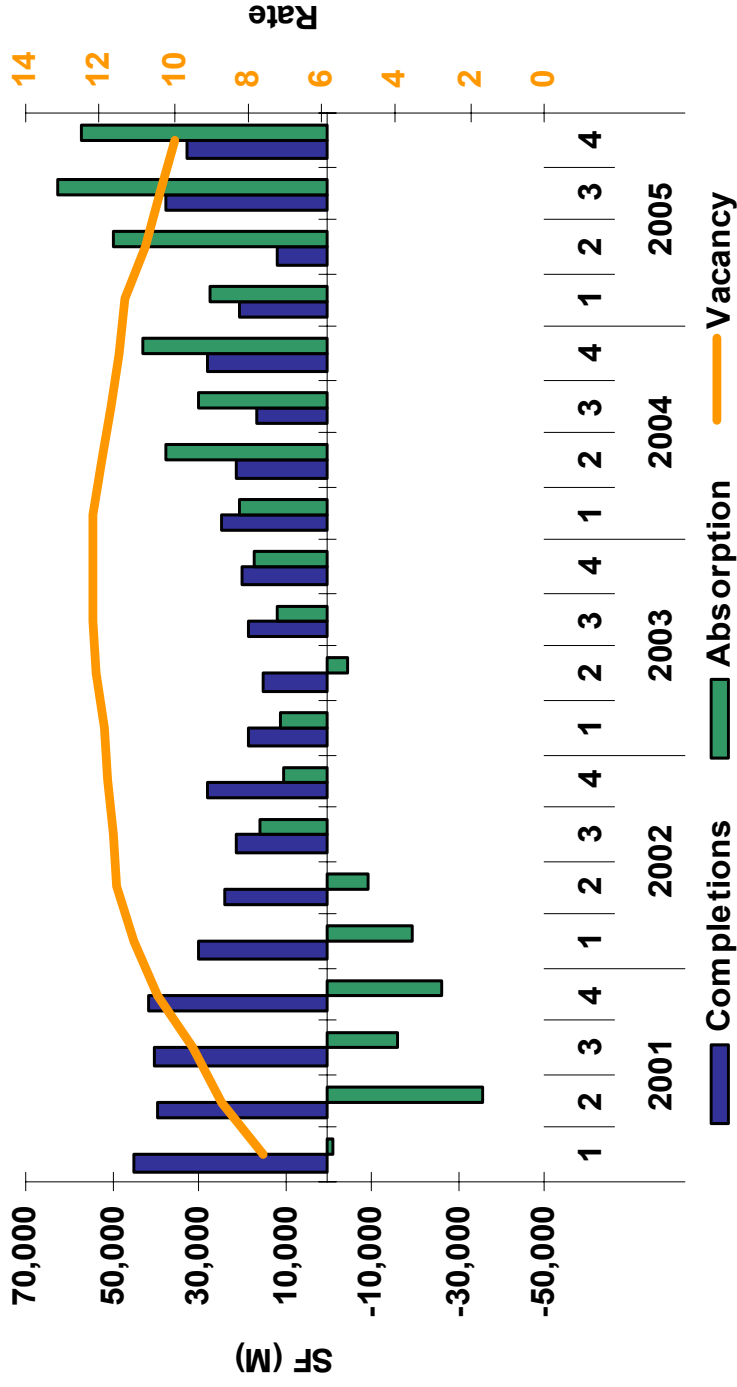
# Office Rents Bottom Out



Source: Reis



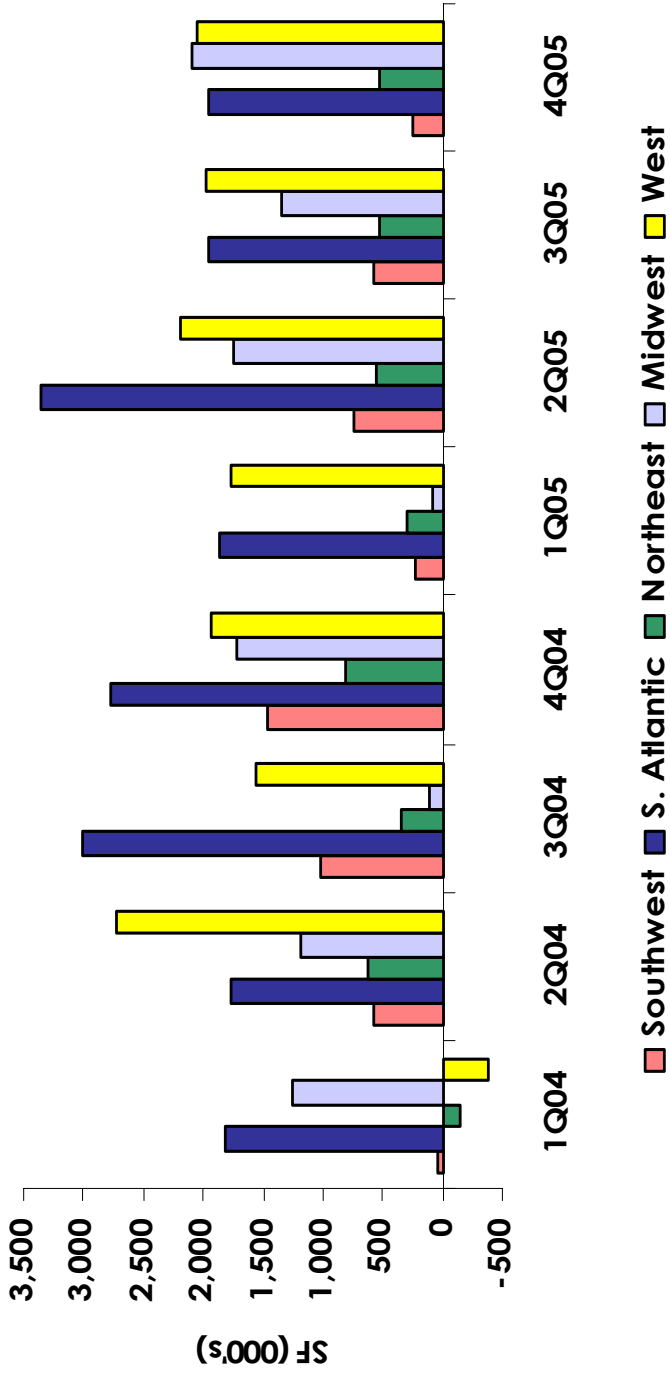
# Warehouses Restock with Tenants



Source: TWR

# Steady as She Goes

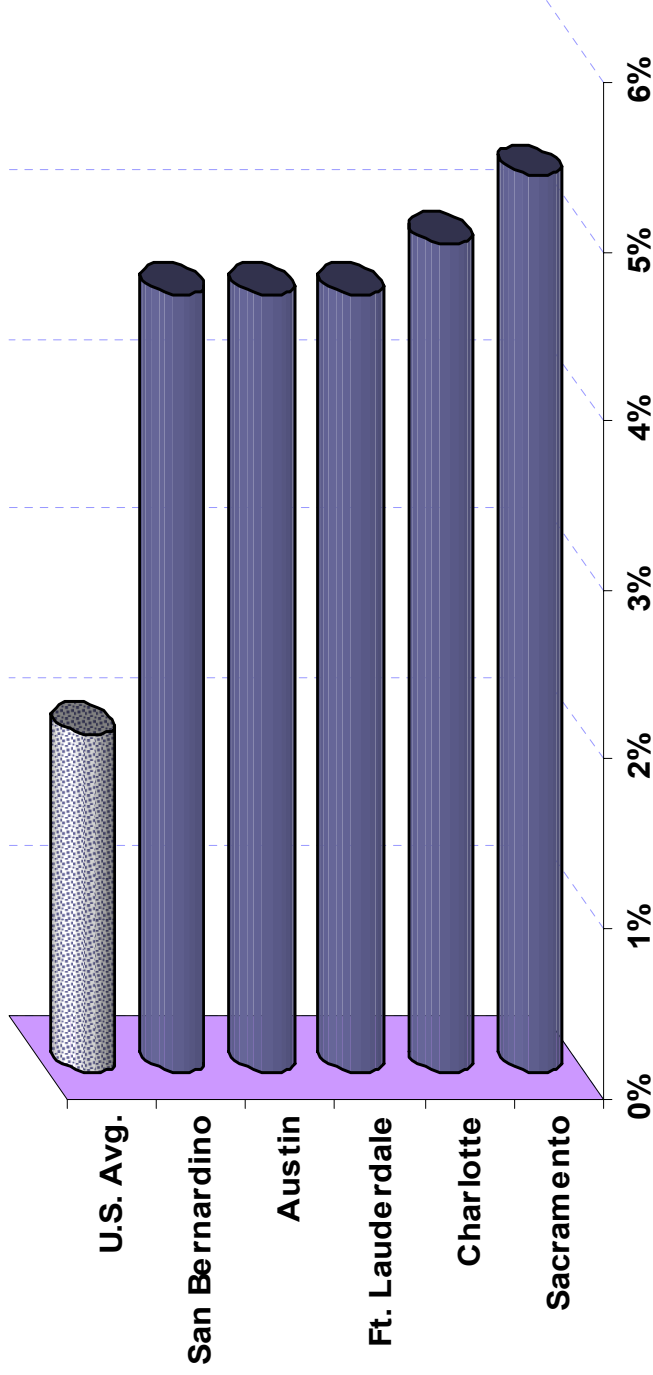
## Retail Absorption



Source: Reis

# Fashion Plates?

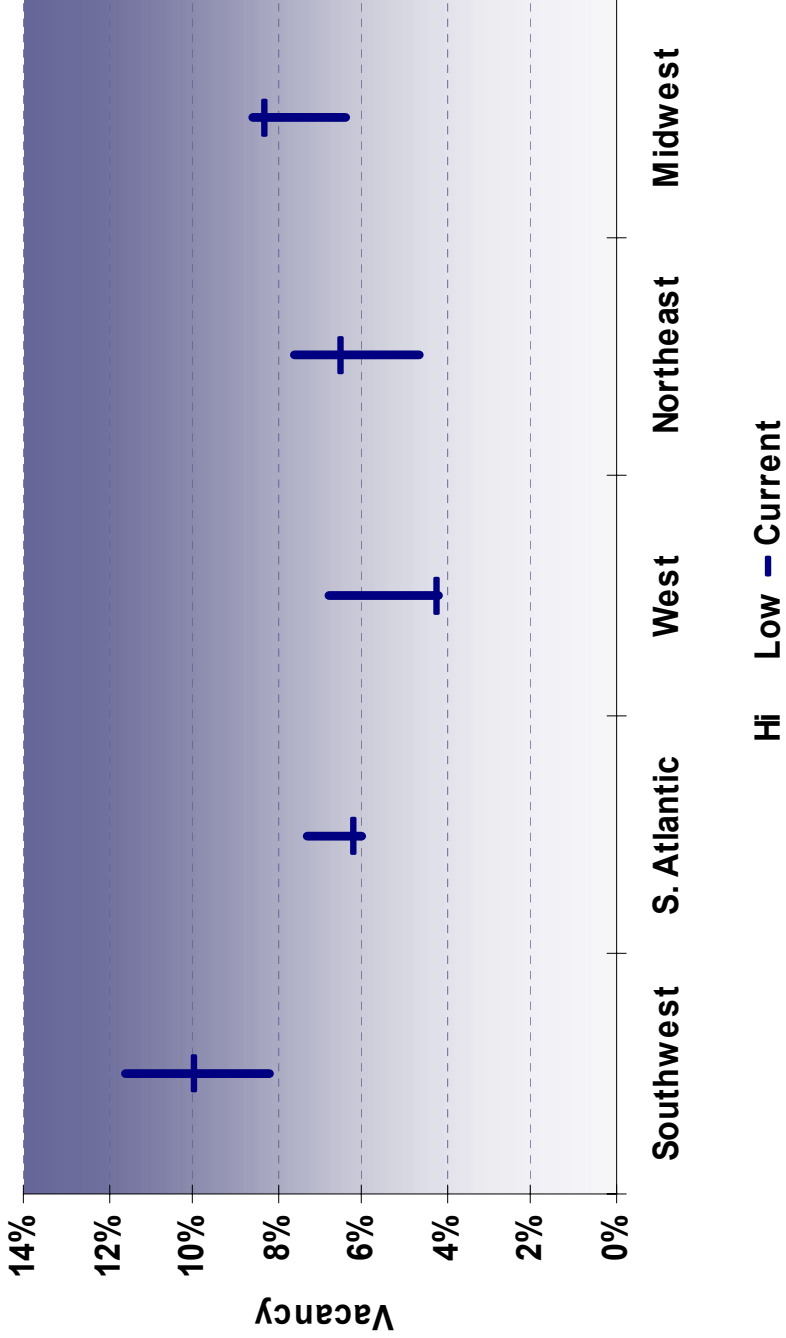
Retail, One Year Change in Occupancy



Source: Reis

# Relative Advantage

## Retail Vacancy Ranges, Last 10 Years

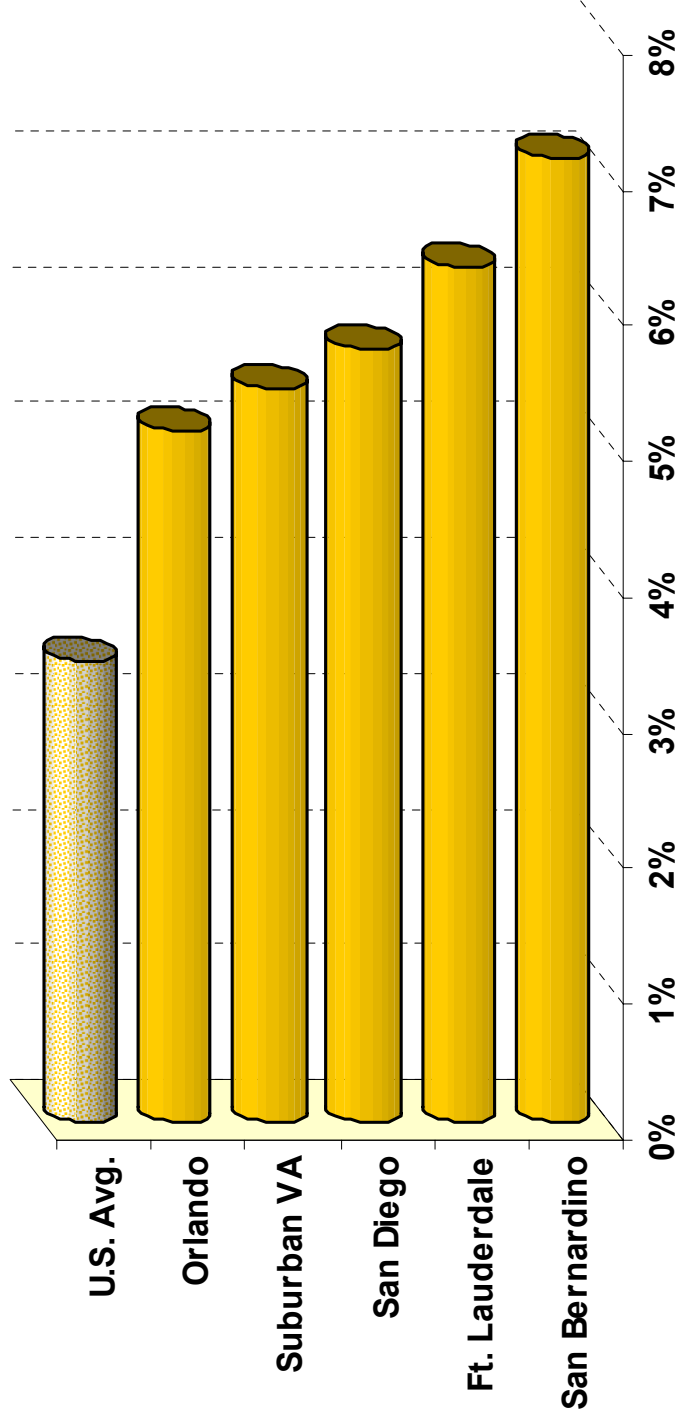


Source: Boxwood Means, Inc.; Reis



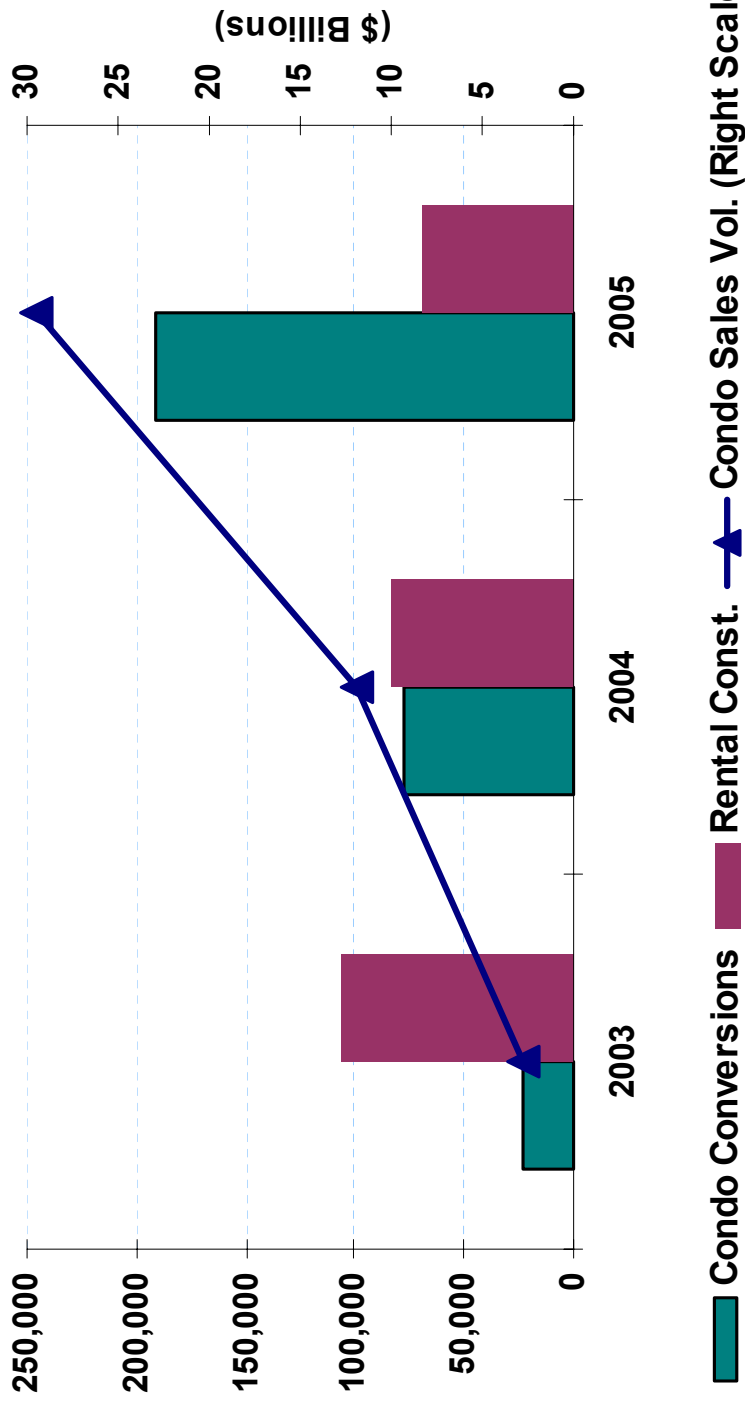
# Where the Wild Rents Are

## Retail, Year-over-Year Change



Source: Reis

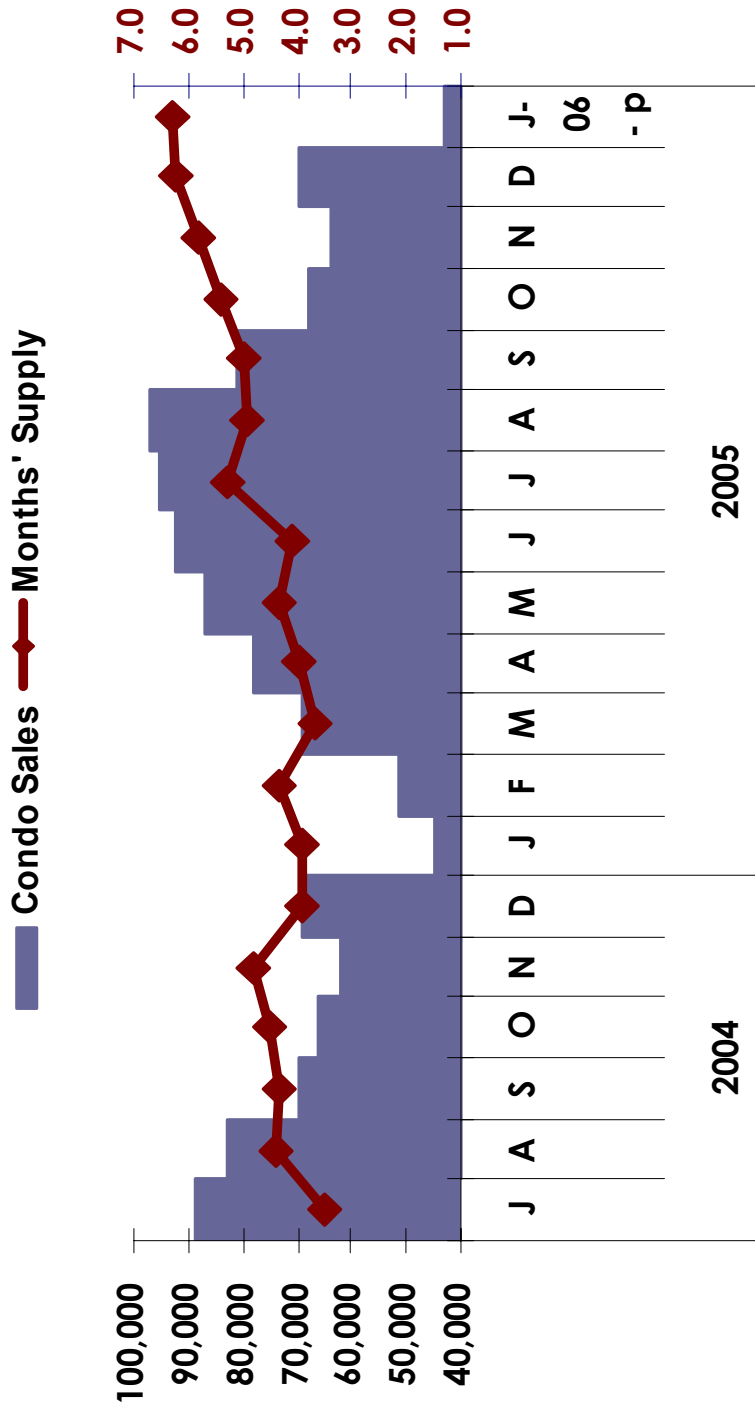
# Condo Activity Trumps Rentals



Source: RCA; Reis; Boxwood Means, Inc.

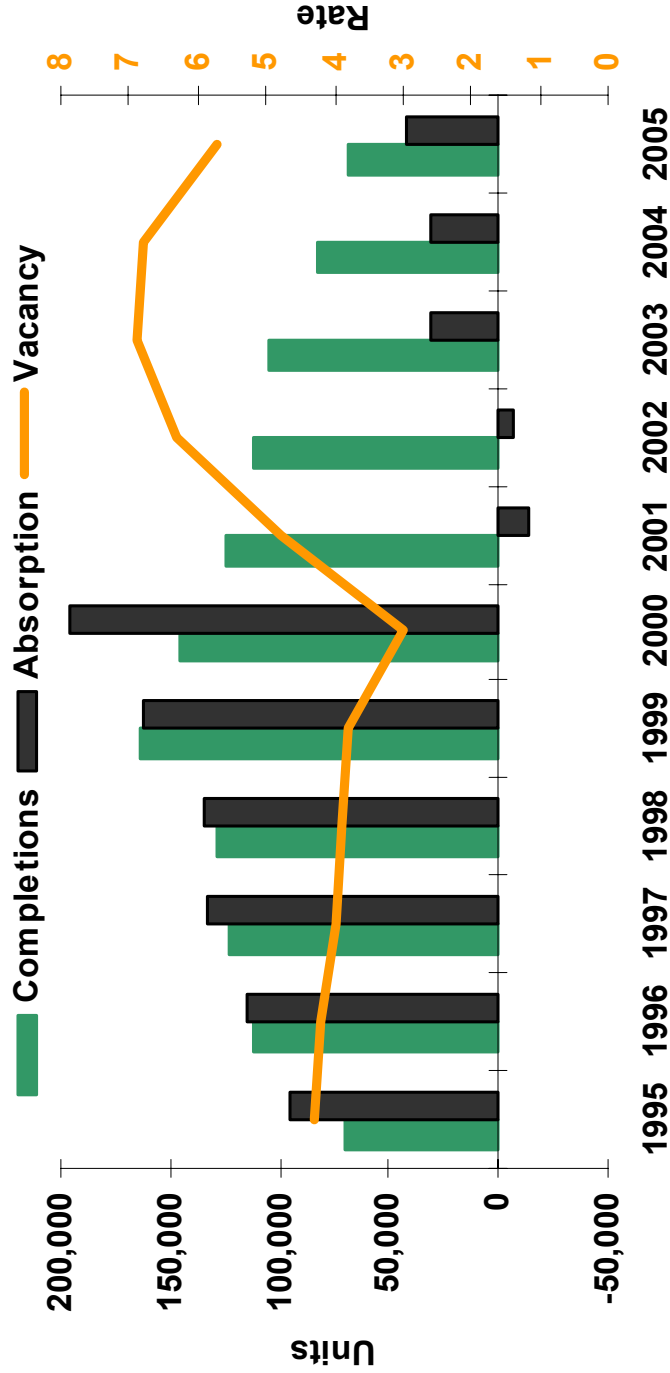


# Crunch Time for Condos



Source: Boxwood Means, Inc.;  
NAR

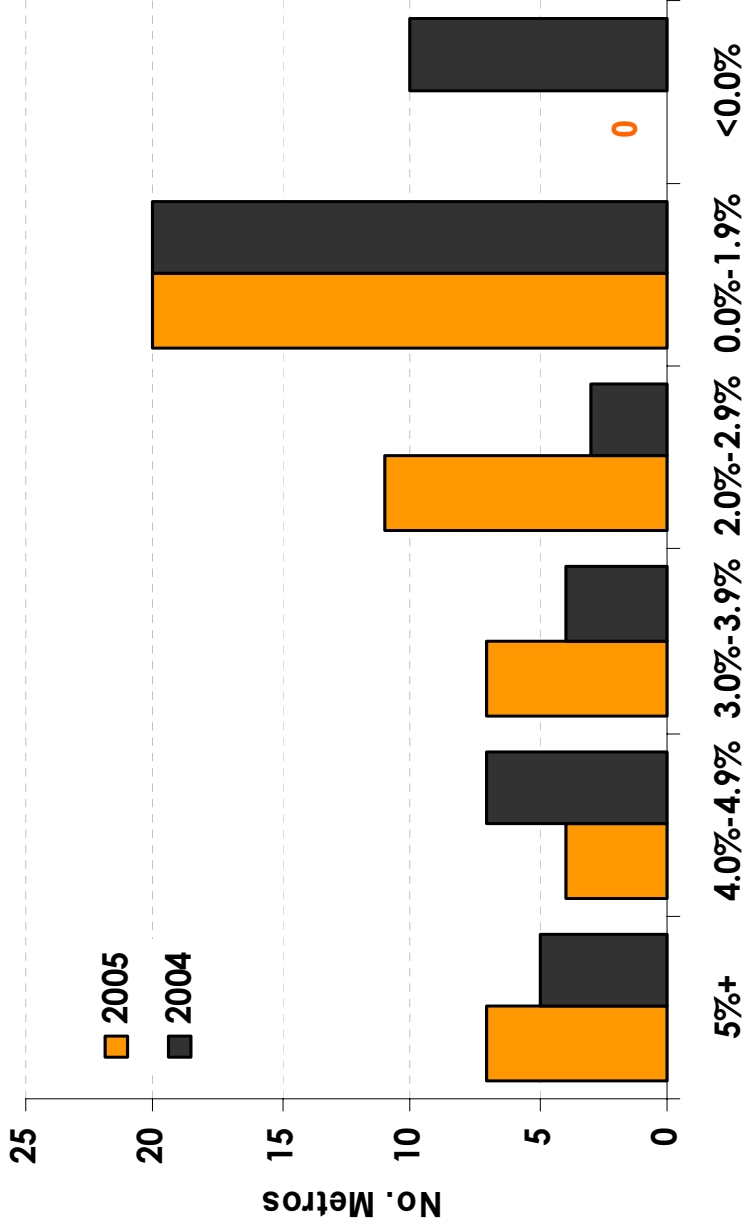
# Stabilizing Apartment Trends



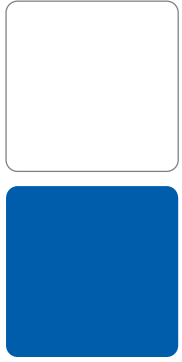
Source: Reis

# More Landlords Eke Out Gains

## Year-over-Year Change in Apt. Rents



Source: Reis



*Eagles don't flock, you have to find them one at a time.*

-- Ross Perot

